

## **MANAGERIAL QUALIFICATIONS ATTACHMENT**

### **Robert G. Ferlmann**

Executive Vice President

BlueStar Energy Services, Inc.

Robert G. Ferlmann began his career at Central Illinois Light Company in 1987, working in the accounting department. He moved into the natural gas supply department as Senior Gas Supply Administrator in 1993. He assumed electric wholesale supply responsibilities in September of 1996 and eventually became the Director of Energy Trading. Mr. Ferlmann has participated as a witness in dockets before the Illinois Commerce Commission, as well as the Federal Energy Regulatory Commission. Mr. Ferlmann's experience includes electric sales, electric system operational experience, OASIS reservation processes, NERC tagging processes, and working with the rules and practices established by NERC and MAIN and/or MISO.

Upon the acquisition of CILCO by Ameren on 2/1/03, Mr. Ferlmann was promoted to Vice President – Trading and Retail. As Vice President at AmerenCILCO, Mr. Ferlmann was responsible for the electric wholesale trading business along with the Illinois unregulated electric retail business. Mr. Ferlmann left AmerenCILCO at the end of 2003 to join BlueStar Energy Services, Inc.

A copy of Mr. Ferlmann's CV is attached.

### **Guy H. Morgan III**

Chief Executive Officer

BlueStar Energy Services, Inc.

Guy H. Morgan III is BlueStar Energy Services, Inc.'s co-founder. For the past five years, he has been responsible for all aspects of the company's operations, including profit and loss responsibility. Mr. Morgan has founded and run a total of three successful businesses, with profit and loss responsibility at each. He has previously provided electric rate analysis and consulting services to retail customers in the Chicago area with two other companies he has founded, Utiliquote.com, Inc. and Expense Recovery Services, LLC.

Prior to entry into the private realm, Mr. Morgan was a member of the United States Navy. Mr. Morgan graduated from U.S. Naval Nuclear Power School, and subsequently operated nuclear propulsion plants on submarines. He received his B.S. degree in Finance from the University of Maryland.

A copy of Mr. Morgan's CV is attached.

Exhibit E

**Aaron D. Rasty**  
Chief Operating Officer  
BlueStar Energy Services, Inc.

Aaron D. Rasty is BlueStar Energy Services, Inc.'s co-founder. As COO, for the past five years Mr. Rasty has directly overseen day-to-day operational issues for the company, including sales and marketing. Along with Mr. Morgan, Mr. Rasty founded Expense Recovery Services, LLC, which provided electric rate analysis and consulting services to Chicago area retail customers. As a founding partner, Mr. Rasty had profit and loss responsibility for his business.

Mr. Rasty also has experience as President of Utiliquote.com, Inc., a Chicago company providing electric rate pricing comparisons for non-residential customers. Mr. Rasty's work for Utiliquote.com also included managing all sales and marketing efforts.

A copy of Mr. Rasty's CV is attached.

**George Voorhees**  
Director of National Sales  
BlueStar Energy Services, Inc.

Mr. Vorhees has over ten years of electric sales experience in the Illinois market with CILCO, AESCILCO, AmerenCILCO, and BlueStar Energy Services, Inc., including profit and loss responsibilities. Mr. Vorhees experience includes more than five years of electric system operational experience.

A copy of Mr. Vorhees' CV is attached.

**Phillip Michael Ratcliff**  
Director of Business Development  
BlueStar Energy Services, Inc.

Mr. Ratcliff has over five years of electric system operation experience in his positions of Electric Service Operations Dispatcher and Engineering Specialist at CILCO, AESCILCO, and AmerenCILCO. Additional, Mr. Ratcliff has over ten years of electric sales experience.

A copy of Mr. Ratcliff's CV is attached.

## Philip Michael "Mike" Ratcliff

### Professional experience

- |  |                          |                  |
|--|--------------------------|------------------|
| 2004 - Present   | BlueStar Energy Services | Peoria, Illinois |
| <b>Director of Business Development</b>  |                          |                  |
| <ul style="list-style-type: none"><li>▪ Responsible for inbound and outbound retail sales activities, pricing &amp; negotiating retail electric &amp; gas sales contracts, establishing and maintaining positive customer relationships. Establishing and maintaining affinity and agent programs.</li></ul>   |                          |                  |
| 2002 - 2004  | AmerenCILCO              | Peoria, Illinois |
| <b>Account Executive</b>   |                          |                  |
| <ul style="list-style-type: none"><li>▪ Responsible for inbound and outbound retail sales activities, pricing &amp; negotiating retail electric &amp; gas sales contracts, establishing and maintaining positive customer relationships. Established and maintained our most lucrative affinity and agent programs.</li></ul>                            |                          |                  |
| 1998 - 2002  | AES/CILCO                | Peoria, Illinois |
| <b>Business Manager- Strategic Accounts - Sales and Marketing</b>  |                          |                  |
| <ul style="list-style-type: none"><li>• Supervisory and management responsibility for inbound and outbound sales activities for both regulated and non-regulated customer accounts, establishing and maintaining positive customer relationships including affinity groups.</li></ul>  |                          |                  |
| 1997 - 1998  | CILCO                    | Peoria, Illinois |
| <b>Vice President &amp; Business Unit Leader – Customer Service</b>  |                          |                  |
| <ul style="list-style-type: none"><li>• Executive management responsibility for Customer Service Business Unit including Call Center, Billing &amp; Collections, Customer Service Training, Mobile Data Implementation Team, Service Delivery and Customer Satisfaction activities. Responsible for \$25 Million dollar annual O&amp;M budget.</li></ul> |                          |                  |
| 1993 - 1997  | CILCO                    | Peoria, Illinois |
| <b>Supervisor - Energy Sales</b>   |                          |                  |
| <ul style="list-style-type: none"><li>• Supervisory responsibility for Gas and Electric Residential and Commercial Energy Sales Representatives initially for the Peoria Division and ultimately company-wide.</li></ul>   |                          |                  |
| 1990 - 1993  | CILCO                    | Peoria, Illinois |
| <b>Residential Representative - Energy Sales</b>   |                          |                  |
| <ul style="list-style-type: none"><li>• Coordinated the installation and modification of residential gas and electric distribution services.</li></ul>   |                          |                  |
| 1988 - 1990  | CILCO                    | Peoria, Illinois |
| <b>TLM &amp; PCB Engineering Specialist – System Engineering</b>   |                          |                  |
| <ul style="list-style-type: none"><li>• Perform various analyses of the electric distribution system for the Northern Peoria Division. These Included reliability studies, distribution capacitor placement studies, fuse coordination studies, load and feeder balancing, etc....</li></ul>   |                          |                  |

Professional  
experience

1983 - 1988

CILCO

Peoria, Illinois

**Electric Service Operations Dispatcher- Energy Control**

- Receive, record, analyze and effectively route electric distribution customer service trouble calls.

1982 - 1983

CILCO

Peoria, Illinois

**Service Operations Dispatcher- Gas & Electric Service Dispatch (Persimmon Street Service Center)**

- Receive, record, analyze and effectively route gas and electric distribution customer service trouble calls.

1981 - 1982

CILCO

Peoria, Illinois

**Service Operations Clerk - Gas & Electric Service Dispatch (Persimmon Street Service Center)**

- Receive, record, analyze and effectively route gas and electric distribution customer service trouble calls.

Education

1978 - 1981

Illinois Central College

East Peoria, Illinois

**Curriculum - Electric Engineering/ Business Management**

- Associate Degree/ Engineering
- GPA 3.2
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**George Voorhees**  
**Director of National Sales**

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**Experience:**

George has over 20 years experience in the regulated and unregulated utility business and has spent the past several years engaged in non regulated business throughout Illinois and other selective states.

Professional experience:

- Administered marketing programs for Central Illinois Light Company to comply with Demand Side Management mandated by the Illinois Commerce Commission.
- Addresses commercial and Industrial customers as a representative for Central Illinois Light Company, AES and most recently AmerenCILCO. George's focused on coordinating account management, and addressing customer energy issues.
- Served as a liaison for Central Illinois Light Company with small communities, commercial and industrial accounts.
- Several years experience in the engineering of Electrical Distribution Systems.
- Strong background in electric metering technology.

Currently George continues his core responsibilities on behalf of BlueStar Energy Services, Inc. George possesses years of experience in both gas and electric analysis and sales behind Commonwealth Edison/Exelon and Northern Illinois, with a strong understanding of Illinois's emerging electric markets. He has direct access to a network of internal and external professionals with experience in the Utility and Energy Marketing Industries.

**Professional Degrees/Certifications:**

M.A. Bradley University  
B. S. Truman State University

## **Years Business Responsibilities**

AmerenCILCO Peoria, IL (January 31, 2003)

2000 to 2004

AES CILCO Peoria, IL

## **Retail Sales Executive**

Job requires leadership and communication skills to assist in facilitation and successful development of customer products and billing services. Retail Sales Executive requires the ability to effectively network within several corporate departments and business disciplines. Good listening skills with a focus on internal and external customer needs. Performed customer analysis with analytical skills to perform data review, contract negotiations and customer summary reports.

AESCILCO Peoria, IL

Central Illinois Light Company – Peoria, IL

1996 to 2002

## **Account Manager / Key Account Manager.**

Responsibilities included addressing the concerns of large national and regional accounts. To secure business intelligence as it relates to specific utility markets and its customer segments. Account manager performed as a company representative, assisted customers and communities in making energy decisions as well handling potentially sensitive community issues. Initiate contacts and enhance relationships with Company's key accounts and their decision-makers. Create business environment to promote the company's value-added services. Provide assistance in negotiating customer contracts for new and existing services and energy commodities.

Experience in the development of database housing large national and regional accounts

Team leader and coordinator of CILCO's Automated Meter Reading System

Team leader of the company's Hunt Technologies, Power-line Carrier Pilot. The program implemented the use of, "ultra narrow bandwidth communications".

Core member of the company's research into developing a new Billing, Credit and Collection System, (BCCS), Abandon for economic costs and future company acquisition reasons Existing system upgraded as alternative to purchase and development of new BCCS.

CILCO's direct contact to address municipal concerns within demographic district

- Performed Distribution System and Service engineering Work Orders
- Streetlight Work Orders
- Outdoor Protective Lighting Work Orders
- Service Relocation work order (contributions and Aid to Construction Deposits)
- Residential Subdivision contract for electric distribution (contributions and Aid to Construction Deposits)
- Commercial and Industrial Park contract for electric distribution
- Municipal Franchise agreement
- Off Duty District Supervisor Electric Operations - responsibilities (assisted in coordinating and responding company personnel to electric outages associated with weather related and system failures and reestablishing electric service)
- Coordinated construction with municipalities for the installation and relocation of Distribution and Transmission facilities.
- Assisted CILCO Real Estate Department in coordinated easements with companies, individuals and municipalities on for past company's Real Estate for
- Assisted CILCO Customer Care Department with Customer complaints associated with potential billing errors, high bills, energy cost related questions and other questions Call Center personnel traditionally were not trained to respond to.
- Audited utility bills and requested corrected billing if required
- Performed electric meter upgrades (exchanges) and new metering services

Central Illinois Light Company – Peoria, IL  
1990 to 1996

### **Senior Commercial & Industrial Representative**

Responsibilities: Assigned to company's District Service Territories with an emphasis on coordinating new gas and electric construction and upgrades for all commercial and Industrial customers. Performed engineering when required, Duties involved acting as company representative responsible for addressing municipal concerns within service districts. Performed engineering when required, involved in supervision of union employees both during regular working hours and on call supervisor.

- Performed Distribution System and Service engineering Work Orders
- Streetlight Work Orders
- Outdoor Protective Lighting Work Orders
- Service Relocation Work Orders

- Residential Subdivision contract for electric distribution (contributions and Aid to Construction Deposits)
- Commercial and Industrial Park contract for electric distribution (contributions and Aid to Construction Deposits)
- Municipal Franchise agreement
- Off Duty District Supervisor Electric Operations - responsibilities (assisted in coordinating and responding company personnel to electric outages associated with weather related and system failures and reestablishing electric service.
- Coordinated construction with municipalities for the installation and relocation of Distribution and Transmission facilities.
- Assisted past company's Real Estate Department in coordinated easements with companies, individuals and municipalities on for CILCO's Real Estate for
- Assisted Customer Care Department with Customer complaints associated with potential billing errors, high bills, energy cost related questions and other questions Call Center personnel traditionally were not trained to respond to.
- Audited utility bills and requested corrected billing if required
- Performed electric meter upgrades (exchanges) and new metering services

Central Illinois Light Company – Peoria, IL  
1988 to 1990

#### **Residential Representative**

Responsibilities: Assigned service territory with an emphasis on coordinating new gas and electric construction and upgrades (residential).

- Residential Subdivision contract for electric distribution (contributions and Aid to Construction Deposits)
- Electric Service Relocations
- Audited residential utility bills and requested corrected billing if required
- Performed electric meter upgrades (exchanges) and new metering services

Central Illinois Light Company – Peoria, IL  
1988

#### **Marketing Administrator**

Responsibilities: Administered revenue enhancement marketing programs and Demand Side Management Programs

- Include Heat Pump Program to level out peaks and valleys of utility's seasonal utility load
- Electric Zonal Heat Program to level out peaks and valleys of historical utility's seasonal utility load shifts
- Outdoor Lighting Program to level out peaks and valleys of historical utility's on and off peak utility load shifts



- Natural Gas Grill Program to level out peaks and valleys of historical utility's seasonal utility load shifts (more promotional than value)

Central Illinois Light Company – Peoria, IL  
1985-1988

### **Marketing Administrator-1**

Responsibilities: Administrated revenue enhancement marketing programs and Demand Side Management Programs

- Include Heat Pump Program to level out peaks and valleys of utility's seasonal utility load
- Electric Zonal Heat Program to level out peaks and valleys of historical utility's seasonal utility load shifts
- Outdoor Lighting Program to level out peaks and valleys of historical utility's on and off peak utility load shifts
- Natural Gas Grill Program to level out peaks and valleys of historical utility's seasonal utility load shifts (more promotional than value)

Central Illinois Light Company – Peoria, IL  
1984-1985

### **Field Inspector**

Responsibilities: Investigate high bills (both gas and Electric), estimated meter reads and skipped meter reads, report meter tampering

### **Professional Courses and Electric utility experience**

#### **1. Apprentice Training Transformer Hands on Workshop**

Ronald Whitton - Manager Electric Operation level 1  
Gordon Solee, P.E Lecture Notes -1991

#### **2. Electric Overview Training Sessions**

Joe Glad Supervisor Substation Engineering - 1992

- Electric Construction Standards
- Framing Standards and Construction Information
- Distribution Modules and Assemblies

#### **3. Utility Lighting-Lighting System Institute**

General Electric Ashville North Carolina – 1992

- Historical lighting background
- Physics of Light
- Principals of lighting controls
- Photometry
- Roadway lighting

- Theory and Principles of Street Lighting

**4. Power Quality for Industrial and Commercial Customers Facilities**

Joseph Groesch - System Engineer Supervisor-1993

**5. Advanced Power Quality, Wiring and Ground Voltage**

Joseph Groesch - System Engineer Supervisor-1993

**6. Electric Utility System Operation**

Professional Training Systems - Skip Collie-Professional Training Systems - 1993

**7. Low Voltage Troubleshooting**

Technical Training and Support - Michael Holt -1994

**8. Understanding the National Electric Code**

"The Electric Training Center" Tamarac, Florida - Michael Holt -1996

Attended numerous workshops and Conferences put on by the Edison Electric Institute (E.E.I.) International Ground Source Heat Pump Association. Topics included HVAC training, lighting training and Demand side Management Program training.

# AARON D. RASTY

## PROFESSIONAL EXPERIENCE

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2002 - Current    BlueStar Energy Services, Inc.    Chicago, Illinois  
*Chief Operating Officer*

Founded company. Responsible for all day-to-day operations.

2003 - 2004    UtiliQuote.com, Inc.    Chicago, Illinois  
*President*

Responsible for all day-to-day operations.

2000 - 2003    UtiliQuote.com, Inc.    Chicago, Illinois  
*Director of Utility Services*

Responsible for all sales and marketing efforts.

1994 - 1999    Expense Recovery Services, LLC    Chicago, Illinois  
*Partner*

Co-managed all business operations with P/L responsibility. Provided electric rate analysis and consulting services to local companies.

1991 - 1994    Ecowater of Iowa    Iowa City, Iowa  
*Sales Representative*

Conducted water testing and provided presentations on water treatment equipment.

## EDUCATION

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1990    Des Moines Area Community College    Des Moines, Iowa  
Undergraduate Studies - General Course Load

# GUY H. MORGAN III

## PROFESSIONAL EXPERIENCE

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2002 – Current    BlueStar Energy Services, Inc.    Chicago, Illinois  
*Chief Executive Officer*

Founded company. Presently oversee all business operations.

1999 - 2004    UtiliQuote.com, Inc.    Chicago, Illinois  
*Chief Executive Officer*

Founded company. Presently oversee all business operations.

1994 – 1999    Expense Recovery Services, LLC    Chicago, Illinois  
*Partner*

Co-managed all business operations with P/L responsibility. Provided electric rate analysis and consulting services to local companies.

1991 – 1994    Ecowater of Iowa    Iowa City, Iowa  
*Sales Manager*

Managed sales force for water treatment company.

1982 – 1986    United States Navy    Various locations  
*Submarine Nuclear Propulsion Plant Operator*

Managed electric distribution systems aboard U.S. Navy submarines. Served on U.S. Navy Submarine NR-1, the world's only nuclear-powered deep submergence research vehicle.

## EDUCATION

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1986 - 1990    University of Maryland    College Park, Maryland  
*B.S., Business Administration (Finance)*

1982 – 1983    U.S. Naval Nuclear Power School    Orlando, Florida  
*Graduate*

**Robert G. Ferlmann**  
BlueStar Energy Services, Inc.

**Education:**

Bachelor of Science- Bradley University, Peoria, IL (1984)  
Major in Accounting

Certified Public Accountant- Illinois (1987)

Master of Business Administration- Bradley University, Peoria, IL (1991)

**Business Experience:**

**Executive Vice President**

January 2004 - Current  
BlueStar Energy Services, Inc.

Responsible for all aspects of energy procurement and supplier relations. Oversees regulatory compliance.

**Vice President – Electric Trading and Unregulated Electric Retail**

February 1, 2003 – December 31, 2003  
AmerenCILCO

Responsible for the 7 X 24 electric wholesale trading business. This business line optimizes generation assets, covers native load short positions, and manages the supply and delivery obligations to new unregulated retail load in the Commonwealth Edison service territory. Utilize experience in physical and financial supply transactions under the jurisdiction of the FERC.

Manage and oversee the unregulated electric retail business in Illinois. This includes financial performance, tariff analysis, marketing, pricing, sales, transmission, supply, risk management, billing, and imbalance exposure.

**Director of Energy Trading (Manager Business to Business)**

Central Illinois Light Company  
July 1997 – January 2003

Responsible for all aspects of energy wholesale transactions. This includes natural gas acquisition and delivery, electric bulk power marketing, price "risk" management, and the related gross margin reporting

I have been involved in the electric retail "unbundling" requirements as a direct result of Illinois House Bill #362, which includes Illinois Commerce Commission tariff filings and operation issues. I have testified at the Illinois Commerce Commission regarding natural gas and electric procurement and risk management issues and at the Federal Energy Regulatory Commission regarding electric power and energy contract and tariff issues.

**Senior Energy Supply Administrator**

April, 1993- July 1997

Central Illinois Light Company, Peoria, IL

Responsible for all aspects of the four primary interstate pipelines connected to the CILCO system, including: contract level analysis and determination, contract negotiation, and FERC regulatory filings. Performed all aspects of the Company's natural gas risk management program, including: NYMEX futures and options positions, over-the-counter "basis" Swaps, and the related financial reporting.

Financial Analyst

October, 1990- March, 1993

CILCORP, Inc., Peoria, IL

Primary responsibilities revolved around the analysis and recommendation of potential corporate mergers and/or acquisitions. Prepared analysis and recommendations for corporate dividend policy. Prepared miscellaneous reports required for upper management to make operating decisions.

Business Finance Instructor

August, 1992- December, 1993

Bradley University, Peoria, IL

Taught Junior/Senior level business finance.

Accounting Analyst and Senior Accounting Analyst

November, 1987- October, 1990

CILCORP, Inc., Peoria, IL

In addition to the necessary financial reporting requirements (Annual Report, 10Q, 10K, etc) I was subcontracted to a local biotechnology consortium to perform accounting, treasury, and payroll functions.

Staff Auditor and Audit Senior

December, 1984- November, 1987

Clifton, Gunderson, & Company, Peoria, IL

BlueStar Energy Services, Inc.  
Organizational Chart  
October 2007

